

SIS668B4

TOTAL ACCTS:

21670

SIS SALES SYSTEM
CIV OVERVIEW BY ASSIGNED VOLUME/FREQUENCY
CIV COVERAGE PM EXCLUSIVE

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TOTAL CIV: 2007350
CIV TOTALS BASED ON SALES LEVEL 12XXXX

	TOTAL ACCOUNTS				ASSIGNED FREQ > 0				NO FREQUENCY ASSIGNED..			
	# ACCTS	% TOTAL	% CIV	Avg Weight	ACCTS	% TOTAL	% CIV	ACCTS	# ACCTS	% TOTAL	% CIV	ACCTS
	ACCTS	VOLUME			ACCTS							
ALL VOLUMES	1397	6.4	11.6	166.7	1293	6.0	11.3	104	0.5	0.3		
VOLUME >= 800	17	0.1	0.9	1026.2	17	0.1	0.9					
VOLUME >= 200	323	1.5	5.3	330.8	322	1.5	5.3	1				
VOLUME >= 125	342	1.6	2.6	153.6	336	1.6	2.6	6				
VOLUME >= 100	239	1.1	1.3	108.6	232	1.1	1.3	7				
VOLUME >= 75	213	1.0	0.9	85.1	201	0.9	0.9	12	0.1	0.1		
VOLUME >= 0	263	1.2	0.6	45.4	185	0.9	0.5	73	0.4	0.1		

SUPPORTED CALL ANALYSIS

...VOLUME...	Individual Volume Totals			Cumulative Volume Totals		
	% SR calls supp by RR	SR Calls SUPP BY RR	total SR CALLS	% SR Calls supp by RR	Accum SR Calls supp by RR	total Accum SR Calls
VOLUME >= 800	20.0	1	5	20.0	1	5
VOLUME >= 200	51.6	64	124	50.4	65	129
VOLUME >= 125	46.6	82	176	48.2	147	305
VOLUME >= 100	54.4	81	149	50.2	228	454
VOLUME >= 75	4.3	5	117	40.8	233	571
VOLUME >= 0	2.9	3	105	34.9	236	676

SUMMARY

6.0% ACCTS WITH ASSIGNED FREQUENCY > 0 (1,293 OUT OF 21,670)

11.3% CIV REPRESENTED (227,175 OUT OF 2,007,350) - is in PM exclusive calls

SR SUMMARY

3.1% ACCTS WITH ASSIGNED FREQUENCY > 0 (676 OUT OF 21,670)

5.0% CIV REPRESENTED (99,602 OUT OF 2,007,350)

RR SUMMARY

3.9% ACCTS WITH ASSIGNED FREQUENCY > 0 (853 OUT OF 21,670)

8.4% CIV REPRESENTED (169,302 OUT OF 2,007,350)

NOTE - ACCOUNT COUNTS AND PERCENTAGES CANNOT BE ADDED FOR SALES REPS AND RETAIL REPS
BECAUSE SOME ACCOUNTS ARE CONTACTED BY BOTH (236 ACCTS, 41,729 CIV)

Will discuss at division
reviews.